

**SENIOR MANAGEMENT DEVELOPMENT PROGRAMS
COMPETENCY MAPPING**

TRAINING ORG	EXECUTIVE DEVELOPMENT PROGRAM	LEADERSHIP	BUSINESS ACUMEN	STRATEGY	DECISION MAKING	CHANGE	EXECUTION	INNOVATION	VISION	TECHNICAL MGMT	PEOPLE / TEAM MGMT	FINANCIAL MGMT	COMMUNICATION	NEGOTIATION	MARKETING
Harvard	Comprehensive - Advanced Management Program	X	X	X	X	X		X	X	X		X	X	X	X
Harvard	Comprehensive - General Management Program	X	X	X		X		X							
Harvard	Comprehensive - Leadership Development Program	X	X	X	X		X								
Wharton	Advanced Management Program	X	X	X		X		X	X						
Wharton	Executive Development Program	X	X	X								X	X		X
MIT Sloan	Building, Leading and Sustaining the Innovative Organization	X				X		X		X	X				X
Center for Management Research	Managing People for Maximum Performance	X									X				
Stanford	Executive Program in Leadership: The Effective Use of Power	X							X		X		X		
Center for Management Research	Assessing and Refining Your Leadership Style	X													
Center for Management Research	Taking Charge in a New Leadership Role	X				X					X				
Harvard	High Potential Leadership Program	X				X							X		
Stanford	Interpersonal Dynamics for High-Performance Executives	X											X		
UCB, Haas	The Leader's Mindset: Shift Intent into Action	X		X			X				X			X	
UCB, Haas	Leading Strategic Execution: The Fundamental Magic			X	X		X								
Center for Management Research	Strategies for Enhancing Executive Influence												X	X	
MIT Sloan	Understanding and Solving Complex Business Problems		X		X										
MIT Sloan	Developing a Leading Edge Operations Strategy			X						X					
UCB, Haas	Leading Through Innovation: Turning Opportunity into Growth			X				X			X				
UCB, Haas	Leading Change: Demystifying Uncertainty			X		X									
Harvard	Strategic Negotiations				X									X	
MIT Sloan	Managing Technical Professionals and Organizations									X	X				
Harvard	Changing the Game: Negotiation and Competitive Decision Making				X									X	
Center for Management Research	Strategic Decision Making				X										
Center for Management Research	Developing a Leadership Communication Strategy												X		
MIT Sloan	Fundamentals of Finance for the Technical Executive				X							X			
MIT Sloan	Leading Change in Complex Organizations					X									
MIT Sloan	Strategic Marketing for the Technical Executive														X

**SENIOR MANAGEMENT DEVELOPMENT PROGRAMS
TARGET AUDIENCE**

TRAINING ORG	EXECUTIVE DEVELOPMENT PROGRAMS	Target Audience				
		Executive - Lab Director, ALDs	General Mgr - Division Directors	Department / Program Manager	Manager	Lead
Harvard	Comprehensive - Advanced Management Program	X				
Harvard	Comprehensive - General Management Program	X	X	X		
Wharton	Advanced Management Program	X	X			
MIT Sloan	Building, Leading and Sustaining the Innovative Organization	X	X	X	X	
MIT Sloan	Developing a Leading Edge Operations Strategy	X	X	X		
MIT Sloan	Leading Change in Complex Organizations	X	X	X		
MIT Sloan	Managing Technical Professionals and Organizations		X	X	X	
MIT Sloan	Fundamentals of Finance for the Technical Executive		X	X	X	
MIT Sloan	Strategic Marketing for the Technical Executive		X	X		
MIT Sloan	Understanding and Solving Complex Business Problems		X	X	X	
Stanford	Executive Program in Leadership: The Effective Use of Power		X	X	X	
Stanford	Interpersonal Dynamics for High-Performance Executives		X	X		
UCB, Haas	Leading Change: Demystifying Uncertainty		X	X		
UCB, Haas	Leading Through Innovation: Turning Opportunity into Growth		X	X		
UCB, Haas	Leading Strategic Execution: The Fundamental Magic		X	X		
UCB, Haas	The Leader's Mindset: Shift Intent into Action		X	X		
Harvard	Strategic Negotiations		X	X		
Harvard	Changing the Game: Negotiation and Competitive Decision Making		X	X		
CMR	Managing People for Maximum Performance		X	X	X	X
CMR	Assessing and Refining Your Leadership Style		X	X	X	X
CMR	Developing a Leadership Communication Strategy		X	X	X	
CMR	Strategic Decision Making		X	X	X	
CMR	Strategies for Enhancing Executive Influence		X	X		
CMR	Taking Charge in a New Leadership Role		X	X	X	X
Wharton	Executive Development Program		X	X	X	
Harvard	Comprehensive - Leadership Development Program			X	X	X
Harvard	High Potential Leadership Program			X	X	X